

Message Text

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INFO OCT-01 EA-09 ISO-00 EB-07 (ISO) R

DRAFTED BY COM/BIC/OED/MEPD/JPHILBRICK/LW

APPROVED BY EB/OCA/CD:EMFEATHERSTONE

COM/BIC/OED/MEPD/LENGLESON

COM/BIC/OED/MEPD/JMSANDS

STATE/EA/TB/JKLEMSTINE (SUBST.)

COM/BIC/OIM (INFO COPY)

EA/EP:MHENDERSON

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R 191707Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY RANGOON

UNCLAS STATE 012895

E.O. 11652: N/A

TAGS: BEXP, BM

SUBJECT: MAJOR PROJECT: AGRIBUSINESS OPPORTUNITY

REF: (A) RANGOON 3554; (B) STATE A-7008, NOVEMBER 17, 1975

1. MAJOR PROJECTS DIVISION USDOC VERY PLEASED TO RECEIVE YOUR VERY COMPLETE REPORT ON AGRIBUSINESS IN BURMA. WE ARE NOTIFYING U.S. FIRMS OF THE OPPORTUNITIES REPORTED AND WILL NOTIFY EMBASSY OF NAMES OF FIRMS WHICH EXPRESS

INTEREST IN AN INDIVIDUAL PROJECT.

2. AS FOR YOUR COMMENTS IN PARA 6 REFTEL A CLARIFICATION FOLLOWS: FIRST, IT IS NOT OUR INTENTION TO EXCLUDE NONFOOD RELATED AGRIBUSINESS. INDEED FERTILIZER AND PESTICIDES FALL WITHIN THE SCOPE OF THE PROGRAM WITH FERTILIZER BEING IDENTIFIED IN PARA 3 REFTEL B. MAJOR PROJECTS HAS EVEN ASSISTED A RAINMAKER (CLOUD SEEDER) IN INDIA. FISH AND MARINE PRODUCTS DEFINITELY FALL INTO OUR UNCLASSIFIED

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DEFINITION OF AGRIBUSINESS. SECOND, WE REGRET THE

CONFUSION AMONG "EARLY WARNING", AGRIBUSINESS OPPORTUNITY REPORTING AND MAJOR EXPORT PROJECTS PROGRAMS. ACTUALLY EARLY WARNINGS ARE USED BY THE MAJOR EXPORT PROJECTS STAFF SO ONLY ONE REPORT IS NECESSARY. THE AGRIBUSINESS AIRGRAM WAS NOT INTENDED TO INITIATE A THIRD CATEGORY BUT MERELY

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TO CALL TO THE ATTENTION OF POSTS WHICH MIGHT BE OVERLOOKING THE DIVERSE PHASES OF AGRIBUSINESS THAT ALL SUCH PROJECTS SHOULD BE INCLUDED IN THEIR REPORTING. THEREFORE ON ANY AGRIBUSINESS OPPORTUNITY THE APPROPRIATE ACTION IS TO SEND IN AN EARLY WARNING, FOLLOWED, AS EVENTS DEVELOP AND NEW INFORMATION IS AVAILABLE, BY CONTINUED STATUS REPORTS ON MAJOR EXPORT PROJECTS. MEANWHILE AGRIBUSINESS OPPORTUNITIES WHICH ARE NOT HANDLED IN MAJOR PROJECTS DIVISION ARE CHanneled TO THE APPROPRIATE AGENCIES OR DIVISIONS FOR HANDLING AS HAS BEEN THE CASE IN THE PAST.

3. IT MAY BE OF SPECIAL INTEREST TO RANGOON TO NOTE THAT BY THE TIME WE RECEIVE MOST NOTICES OF ADB OR IBRD FINANCED PROJECTS THE SHORT LISTS HAVE ALREADY BEEN DRAWN UP IN THE PARTICIPATING ORGANIZATION. THAT IS WHY WE ARE ASKING POSTS TO MAKE A SPECIAL EFFORT TO IDENTIFY THESE PROJECTS AT THE EARLIEST POSSIBLE MOMENT AND TO MAKE THEM THE SUBJECT OF AN EARLY WARNING.

4. HOPE THE ABOVE WILL BE OF ASSISTANCE. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE012895
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/JPHILBRICK/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760020-1129
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760143/aaaabmpf.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 RANGOON 3554, 76 STATE A-7008
Review Action: RELEASED, APPROVED
Review Authority: mendozsm
Review Comment: n/a
Review Content Flags:
Review Date: 28 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 JUL 2004 by castelsl>; APPROVED <27 AUG 2004 by mendozsm>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: AGRIBUSINESS OPPORTUNITY
TAGS: BEXP, BM
To: RANGOON
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006